

In accordance with IFB 2002-06, Sections 1.2.1 and 1.4, this Q&A list constitutes the governing document with regard to vendor's understanding of requirements regarding this solicitation. Previously, any and all answers, whether verbal, via email or fax, or otherwise, were provided as a convenience solely as an effort to avoid unnecessary delays in completing this procurement. The marks ">>" throughout this document serve to separate individual vendor questions and answers.

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We were looking over the bid #2002-06 for the Statewide Printer Purchase Contract and were unable to find a quantity for the items requested. Would you be able to provide us with an idea on the quantity for these items?

ANS. Please see T&C # 37 on page C11.

As this is a statewide contract, no purchase volume can be either estimated or guaranteed.

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1. Paragraph 2.2.3

The sentence "At no time shall a lower price than the Index Price less Contract Discount be offered to government customers within the Commonwealth of Virginia." The term "government" in this context is ambiguous. What is the intent of this sentence? Later in the same section, it is stated that these prices are "Not to Exceed". It is apparent that one can neither raise or lower the prices after the bid. If that is in fact the case, what is the procedure for negotiating a specifically large purchase at one time? Please clarify this section, including defining who is a "government customer" within the Commonwealth of Virginia. For bid purposes, can we define "government customer" to be someone working for the Commonwealth of Virginia, or a municipality/locality within the Commonwealth of Virginia?

ANSWER:

1. Paragraph 2.2.3 2nd paragraph, 7th line: "government customers" is the same as "Authorized Users"

2. T&C #35, Most Favored Customer and Price Protection

Please define an "Authorized User", and how are special volume discounts handled, with regard to this clause. An example: If a sale (not otherwise categorized as a fire sale or closeout) is made at a price below the current Contract NTE price due to order size (say 100 units), must this identical price be provided to an "Authorized User" for a purchase of only 1 unit? This requirement will most likely result in NO VOLUME PRICING being available on this contract. Please clarify your intent.

ANSWER:

2. Authorized User is defined in paragraph #1

The intent is as written; sentence one - The Commonwealth shall not pay any costs above those specified in this Agreement or set forth on any Order or ..." The Commonwealth cannot spend monies that are not contracted for. Sentence two - All Contractor pricing are and will continue to be at or below any prices offered to any Authorized User; the vendor will not sell the identified products under separate contract at a lower price to any Authorized User. Sentence three - same as above with a remedy. Sentence four - effect of remedy. The Commonwealth is considered one customer. Any price available to an authorized user is available to all.

3. T&C #55, Industrial Funding Adjustment

Are contractors allowed/expected to list the IFA as a separate line item on quotations/invoices, or is it the intent of the Commonwealth of Virginia that all prices provided to an Authorized User already include the 2% IFA.

ANSWER:

3. All pricing submitted in response to this solicitation shall include the IFA. For any bid response to be awarded, all pricing must be shown; T and C states that the vendor will remit 2%... the award will be for the only price that the vendor may charge - nothing else.

>>

We had some confusion in our understanding of whether or not we could just submit a Manufacturer's price list in lieu of a web site url. My understanding of the bid is we can submit a Manufacturer's Price list or a web site url, or both if desired. Is this correct?

ANS. Not both. You'll have to choose what you want the Index Price document to be. The "Index Price Document" can be any publicly available published price list, such as from the Mfg., an existing contract, etc, or a URL/website. Whatever it is, it will have to be consistently updated and available during the contract. Look at IFB section 2.2.3. The key points are, a price list that is both 'publicly available', and one to which 'periodic updates' can be made fairly easily, since the contractor will have to update the document, to DIT, at least quarterly and also notify DIT of changes to the document, 30 days in advance. Additionally, there may well be additional requirements imposed by the eVA clause in the contract.

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When you look at our URL site, are you trying to check the pricing? We have our GSA catalog posted, but on the GSA, we have outright purchase and service listed separate. Your bid requests the first year service to be included, so the pricing will not match the catalog.

ANS. Whatever Index Price document you choose to provide, it must reflect the index price, from which the Commonwealth will take it's discount (calculated from your bid price - and - index price). I see no reason why your GSA contract would not work, just figure in whatever

cost difference there would be between the GSA contract and your bid price(s).

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1. What's the estimated (educated guess) dollar value of the contract during the 1st year?
2. What's the approximate percentage of purchases that would use COV's credit card purchase card program?
3. What level of use of the contract is likely by K-12 schools, colleges and universities?

ANS.

The questions you asked cannot be answered, since the information required to do so is not captured. This contract will be an IDIQ contract (Indefinite Delivery & Quantity). This is also a statewide contract that is optionally available to all authorized users, as defined in the IFB. Agencies, Institutions and other potential users are not required to use this contract to acquire printers. That is not to say that most will indeed use the contract, as it will be easy for them to do so. COV buys lots of printers annually. Only purchases under \$5000 are eligible to use the COV credit card at this time. Localities may have different limits.

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I did not see any mention of E-VA in this bid and/or any percentage we'll have to pay for orders thru E-VA. The DIT IFA is mentioned & we know we have to keep aside 2%. We have recently received notices from DIT asking us to accept E-VA for all of our existing contracts. Since we did not plan to put aside the 1 - 1.5% required for E-VA when we bid on the contracts, it's not necessarily possible for us to do so now. However, since this is a new IFB, and the future requirement of E-VA will be imposed on the contract holders, don't you think this should be mentioned in the bid right alongside the IFA section? This way we, and all other vendors, can put aside the 1 - 1.5% required for E-VA.

ANS.

Please check the ASD website for Amendment #1, which adds the eVA clause. It was inadvertently omitted from the IFB.

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I have a question about category C.2. I have a unit that prints at 28ppm @1200dpi, but also has the capability to print on to 11x17. Since it has the 11x17 capability would it receive consideration even though it exceeds the 11 x 14 range specified?

ANS.

Specifications can be exceeded, as would be the case in the example cited.

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1. On Warranty Service: The word "Depot" is used on the Pricing Spreadsheet in regards to the first year warranty service. We define

"Depot" as "repair and return". All of our printer and MFC products come with a one year Express Exchange warranty. Is it permissible to offer our "Express Exchange" warranty during the first year of ownership? The Express Exchange would provide a quicker turnaround time, and also a printer that would be in new or at the minimum, comparable condition to one one being returned.

ANS.

Absolutely, and the spreadsheet provides cells for entering data regarding warranty/maintenance (columns L thru R). In this case you would likely show a "no cost" upgrade to the Express Exchange warranty you mentioned. Fell free to add an explanation of this warranty as a 'comment' within a cell.

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1) We don't need to sign pages C16 and C17and return with our bid we do that when we are awarded a contract is that correct?

ANS. That is correct.

2) on page C13, under warranty/maintenance the provision states"all labor and parts necessary to keep the Printer(s) in good operating condition and preserve its operating efficiency in accordance with its technical specifications" does this mean we would be expected to perform free routine maintenance and supply free of charge consumables such as fuser kits (done every 100k pgs black and 50k pages color) and drum maintenance kits (done every 25k pgs black and 6250pgs color) which are normally purchased by end user as a consumable?

ANS. "...in accordance with its technical specifications..." would provide contractor relief for supplying any consumables, such as drum kits, etc. listed as such by the printer manufacturer, during the warranty period.

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One more thing...Page 8 says the spreadsheet must be used unmodified. In order to print the copies (and have them be presentable) on one piece of paper would require an adjustment. Is it possible we could modify the page setup and leave it that way or would we have to modify it to print the hard copy only and then change it back to the original page setting to send it on the CD rom?

ANS. Do what you need to, to print a hard copy, but leave the ss unmodified on the CD-ROM file.

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1) if we plan on submitting more than one brand we would need to submit a separate proposal per brand?

ANS. That would be the cleanest method.

2) we should submit all the requested documents specs, bid cover page, etc. including the price spreadsheet in HARD Copy in ONE envelope , and then in a SEPARATE envelope we provide all the documents submitted in hard copy on a CD-ROM?

ANS. That is correct.

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Am I correct that we are to agree to do 59. a. & b. should we receive an award - not that we must submit the executed agreement & electronic catalogue with our IFB response on Nov 30?

ANS. Your interpretation is correct.

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The printers that we anticipate bidding do not easily facilitate depot service. Are we required have depot service available or is on site service acceptable as the only service offering?

ANS. Depot service is the just the minimum requirement. On-Site warranty is completely acceptable as long as your printer purchase price is inclusive of the on-site warranty.

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Just reviewing the price spreadsheet and noticed something on the cover sheet. Under the Instructions there is a NOTE: All pricing must include "IFA". What is "IFA"?

ANS. IFA refers to Industrial Funding Adjustment. It is explained in Term and Condition #55 on page C15 of the solicitation document. Please also check the ASD website for Amendment #1, which adds Term and Condition #59.

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The pricing spreadsheet that I downloaded from the DIT website does NOT include the "Average Cost per page" column. Was that column taken out?

ANS. Yes, it was taken out.

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Question # 1)

Page 3 - Section 1.1 - Second paragraph

Please take the time to explain more fully. Is it possible for you to respond with examples, with more detail.

ANS. In each category, up to three awards will be made. Each award will be a separate and distinct brand, such as, HP, Lexmark, Okidata.

Question # 2)

Page 7 - Section 2.1 - Second Paragraph - General Requirements

There are three printer cable choices listed.

IFB 2002-06 Q&A

Who is responsible for determining the proper cable to be supplied ?

ANS. The Authorized User placing the order.

Who is responsible for solving issues if the qualification of cable was incorrect ?

Shipping of correct ?

Returning of incorrect ?

ANS. In all cases, the Authorized User placing the order, if the error was his; otherwise, the Contractor, if the error was his.

The three cables listed, even if all one length, carry different cost and configurations, how is this determination to be handled.

For example Printer X from Manufacturer Y may require all pins to be wired if connected to certain computers. This level of qualification needs to take place before the order is placed.

ANS. The bidder/contractor would handle that determination.

Will the Commonwealth consider a separate price list of cables and allow the end-user or departments to place the appropriate cable on each order ?

ANS. No. Authorized Users will designate the appropriate cable on all printer orders.

Question # 3)

Page 7 - Section 2.1 - Second Paragraph - General Requirements

Printer Memory is application dependent in many cases, how will disputes in this area be resolved ?

ANS. Sufficient memory to support printing at all specifications listed must be provided. As an example, for printers offered in category C1, sufficient memory must be included to support printing at 1200dpi, 20ppm on 11"X14" stock.

Question # 4)

Page 9 - Section 2.2.2 - Evaluation of Cost

Similar to question # 1 above...Please take the time to explain more fully. Is it possible for you to respond with examples, with more detail.

ANS. Bid price offered for a printer constitutes its Evaluated Cost (EC). If more than one printer of the same brand is offered within a category, a simple average of ECs (...the Evaluated Cost Average) will be calculated by summing the individual ECs and then dividing by the number of printers offered.

Question # 5)

Page C13 - 48 Warranty / Maintenance - 5th Paragraph

If the problem is found to be not the printer but the computer and it's software or firmware, who is responsible for the payment of the service call that is not warranty ?

ANS. As you describe the scenario, the Authorized User who placed the trouble order.

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1. Reference: Section 2.1, Printer Categories, page 7

In the previous version of the solicitation, the Commonwealth allowed for two color laser printers. In the current solicitation the Commonwealth has removed the requirement for a 4 to 6ppm color laser printer. We feel there is a significant jump in price going from 4 to 6ppm. We therefore respectfully request the specification be amended to require two color laser printers; one with a color speed of 4ppm up to 6ppm, and another, with a speed of 6ppm and above.

ANS. Your request is respectfully denied.

2. Reference: Section 2.1, Printer Categories, page 7

Categories C and D reference a Laser/Page printer. Will the Commonwealth please clarify what they mean by a Laser/Page printer? Does this imply any printer utilizing separate pages will qualify under these categories?

ANS. Laser/Page refers to any printer utilizing various technologies such as laser technology, LED technology or Solid Ink Technology or any other technology that produces page output similar to laser type printers. No, on the second question.

3. Reference: 2.2.2, Evaluation of Costs, page 9

Please clarify how the Evaluated Cost Average is calculated. Since this is a low cost award, it would appear there is no benefit to proposing anything other than your lowest cost, compliant printer within each printer category. However in the last award, there were a number of manufacturers who received awards for multiple printers within a printer category.

ANS. Evaluated Cost Average (ECA) is calculated by summing the individual costs of printers offered and dividing by the number of printers offered.

4. Reference: 2.2.3, Contract Pricing, page 9

The solicitation states that, "At no time shall a lower price than the index price less contract discount be offered to Government customers within the Commonwealth of Virginia." It is our understanding that as the index price fluctuates, so will the resulting net price to the Commonwealth. Please confirm our understanding. Furthermore, the following sentence reads, "Any promotional or otherwise "special" pricing must be available to all authorized contract users." This also implies that lower prices may be offered on a promotional basis

IFB 2002-06 Q&A

provided all Government users are offered the promotion. Please confirm our understanding.

ANS. Your understanding is confirmed in both instances.

5. Reference: 2.2.4 Product Substitutions and/or Additions, page 10

Section 2.2.4 states that, "Printers/options/services may also be added to the contract as the need arises...". Will vendors be limited to adding printers/options/services within those printer categories where they received awards?

ANS. The Commonwealth will make the appropriate determination on a case-by-case basis, as the need arises.

6. Reference: General

Due to the fact that the answers to these questions will have a significant impact on our proposal, we respectfully request a two week extension from the time these questions are answered to allow vendors to assemble compliant proposals.

ANS. The deadline for questions, (November 20th) as stated in the IFB allowed sufficient time for vendor processing of answers by the original due date of November 30, 2001. The due date remains unchanged.

7. Reference: Section 4.3, Non-Appropriation, page C1

Section 4.3 of the Invitation for Bids states, "All orders for Printer/s and Services and all payment obligations under this Agreement are subject to appropriated funds being available for expenditure for that purpose. The Commonwealth shall promptly notify the Contractor of any action denying such funding. In such event, any outstanding order shall be canceled without further obligation to the extent the affected Printer/s or Services have not yet been duly delivered and accepted. If any purchases are to be supported by federal funding, and such funding is not made available, the Commonwealth may terminate the specific order for goods or services dependent on such Federal Funding without further obligation." Will the Commonwealth of Virginia be responsible for payment to the Contractor for Equipment in shipping channels not fully accepted?

ANS. The Commonwealth will be obligated for purchases under this contract to the extent that the purchase is finalized prior to Non-appropriated funds being identified as insufficient for further purchases.

8. Reference: Section 4.11 Prime Contractor Responsibility, page C3

Section 4.11 of the Invitation for Bids states that the Prime Contractor may identify one contact for billing, one contact for ordering and one contact for services, however, the Prime Contractor always remains the sole point of contact under this Agreement. If the Contractor chooses to select an alternate point of contact, does the

Contractor have to identify that particular contact prior to bid submission? Alternately, if the Contractor does not designate a contact prior to bid submission, may the Contractor subsequently, at any time during the term of the Contract, appoint an alternate point of contact for one of the three categories above (i.e. billing, ordering, services)?

ANS. No to the first question. Yes, to the second question.

9. Reference: Section 4.17, Prompt Payment, page C5

Section 4.17 states that payment shall be due within thirty (30) days after (1) acceptance of Printer/s or Services, (2) receipt of a correct invoice for such payment, and (3) when applicable, receipt of payment instruction form referenced in the Section entitled ("Assignments"), whichever is latest. What criteria constitutes "acceptance" of Services?

ANS. Please review Term and Condition #42 on page C12, entitled "Acceptance".

10. Reference: Section 4.35, Most Favored Customer and Price Protection, page C10

Section 4.35 Most Favored Customer and Price Protection. Does this clause apply to circumstances where special pricing is offered to a particular Commonwealth of Virginia agency under special circumstances? (i.e. a one time large procurement)

ANS. This clause applies in all instances. The Commonwealth does not understand what is meant by "special circumstances" when the clause clearly does not differentiate.

11. Reference: Section 4.40, Commencement of Acceptance Testing, page C11

Section 4.40 states, "The Commonwealth shall 'Acceptance Test' the Printer/s within thirty (30) days of delivery. An 'Acceptance Test' shall consist of forty-eight (48) consecutive business hours in conformance with Contractor's technical specifications and functional descriptions as delineated herein." Please clearly describe what constitutes "48 business hours" including an explanation of the standard business hours of the Department of Information Technology.

ANS. A business day consists of eight (8) clock hours. Therefore 48 consecutive business hours would be six (6) consecutive business days. The Department of Information Technology (DIT) operates 24 hours each day, 365 days each year, (366 days in leap years). In terms of business hours, DIT operates from 8AM to 5 PM.

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Unlike the previous bid, this one does not require the vendor to do a price list for the accessories and supplies for the printer proposed. The only requirement is providing the information (Pricing, description, ..) for the maintenance and services. Is this correct?

IFB 2002-06 Q&A

If it is, where would the State purchase the necessary supplies and accessories from?

Ans.) Yes. Using appropriate procurement means, users would purchase supplies and accessories as non-contract items.

Page 7- Dot Matrix-Desktop #1. It is asking for a 9 pin, 80 columns, 50cps NLQ. If a printer matches those specs but has 80cps, does it still fit in this category, or it has to be exactly 50cps?

Ans.) Yes.

Page 7- Dot Matrix -Desktop #2. for a 24 pin, 136 column, 100cps. If a printer matches everything but has a 104 or 120 cps, does it still qualify or has to match the 100cps exactly?

Ans.) Yes, it qualifies. 100cps is a minimum specification which can be exceeded.

To prepare a listing of printers and related services, you have asked us to create a table just like the one you have prepared on page 5 (Bid Format). On item #4 of the same page, you are asking us to provide Index Price Document Location but this column is not available on your sample table. Should we add this column in our table?

Ans.) No, it is not necessary that you add a column.

Annual Upgrade means that if a printer comes with depot warranty, upgrade it to an On-site warranty instead of a depot warranty. Is this correct?

Ans.) Yes, if available for that printer.

Is an annual Depot/On-Site service the same as annual Depot/On-site maintenance? Or is the maintenance mentioned on the pricing spreadsheet a preventive maintenance?

Ans.) The terms "Warranty" and "Maintenance", as defined by the Commonwealth, differ only in that warranty services are supplied at no additional cost (warranty is covered by the purchase cost) and maintenance services are supplied upon expiration of the warranty period, at an additional cost.

Our company is already registered with eVA. Do we submit a copy of AMS with our bid?

Ans.) No, that is not necessary.

Page 5- Bid Format: Item #3 (Product Listing)- "Bid Prices offered (prices shall match same offered in the Pricing Spreadsheet." Q- When we make a list of all the printers and services, of course our printer pricing will be the same as what we offered on the Pricing Spreadsheet. Is that what you mean on the above statement? Or do you mean that if for the printer X our discount percentage is 10%, then the pricing for all the related services offered must have 10% discount as well?

IFB 2002-06 Q&A

Ans.) Yes. Related services may be offered at the same or different discount levels.

Page 9- 2.2.2 Evaluation of Cost- "Where multiple printers are offered by a bidder in a single category, an ECA of all individual evaluated costs will be calculated." Q- If a vendor offers 3 printers in the same category and the cost of the 3 printers are 100,200, and 300, then $100+200+300=600/3=\$200$ (Evaluated Cost Average)? If this average were low enough to get the award, then would you award all the 3 printers in that category?

Ans.) Yes.

If the award of the printers in different categories basically were based on the printer pricing, where would the pricing for warranty and maintenance come in place?

Ans.) Warranty is included in the purchase cost, which is the determining factor in award. Maintenance costs are not a factor in making awards.

Vendor has to include the 2% IFA in the pricing. On the previous bid there was also a 1% per order filled for the eVA registration. Do we still need to consider 3% total in our pricing?

Ans.) Term and Condition #59, contained in Amendment #1, added the eVA clause to IFB 2002-06. There are costs associated with the required eVA participation, which should be considered when bidding.

Based on State's previous usage, would you be able to tell us what was the dollar value for each category of printers?

Ans.) No, as the Commonwealth does not have or capture that information.

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Could you please tell us why there are no Inkjet/DeskJet's in the IFB?

ANS. There are inkjets contained in Categories F.1 and F.3.

Could you please tell us why there are no "Stand-alone" Mono Lasers in the Bid? There seem to be only workgroup mono lasers.

ANS. A determination was made by the Commonwealth to include only Braille and Dot Matrix printers in the Desktop categories and only Workgroup lasers in laser categories.

Could you please tell us why there is only one category for Color Lasers?

ANS. The Commonwealth made the decision to include only Workgroup color laser printers in this category.

Does the printer have to be doing the dpi stated in the requirements at the same time as printing the required number of pages per minute. In other words, must dpi and ppm be concurrent?

ANS. The bid specifications do not make any reference to a concurrent requirement such as the one mentioned.

If the printer can print on paper larger than shown in the requirements, is that printer dis-qualified?

ANS. No, specifications, once met, may be exceeded without disqualification.

If the printer can print smaller than the requirements, is that printer dis-qualified? (Say it can also print index cards/ envelopes)

ANS. Please see the answer to the previous question, #5.

If the printer can print 8.5" X 11", but can not print 11" X 17", as shown in Category C.3., is that printer dis-qualified?

ANS. Please see the answer to your question #5.

Would DIT consider changing the requirement on Category C.4 to read: **"50 ppm and above"**?

ANS. No.

Given the specifications of the color laser in Category D, you have effectively eliminated all the color lasers of the manufacture we were planning on bidding. Would DIT consider changing the category to read: **" 6 color ppm, 15 ppm black"**?

ANS. No, as Category D contains only a single printer specification.

10) In making awards, will DIT award to different offerors under the same manufacturer as long as they are in a separate category. In other words, would you award Company A and award for Manufacturer 1 in one category and award Company B and award for Manufacturer 1 in another category? Or will all awards, under a single manufacturer (brand family), go to only one company?

ANS. Each printer category will be awarded individually, as described in bid section 1.1. In each category, up to 3 awards will be made, each to separate and distinct brands of printers, not separate and distinct bidders.

11) Please clarify your intent in 11. c. Will DIT award to one prime contractor and allow that prime contractor to do any of the following:

- a. For ordering purposes, let the prime contractor split up a geographic territory and have different agents assigned by county, city or customer agency etc.
- b. For ordering purposes, let the prime contractor establish an ordering field so that the end user can identify the agent that they want to handle their account on behalf of the prime contractor (e.g. % ABC Corp or "In Care of ABC Corp). If so, will that be accommodated by the eVA website?

ANS. No, DIT will not allow prime contractors to do as you described in a. or b. Term and Condition 11.c clearly states that separate

IFB 2002-06 Q&A

contacts may be designated only for billing, ordering and servicing. That is a total of three (3) potential contractual activities, for which the prime contractor may identify one single contact for each of the three activities.

12) If an agency elects to order from a contract pursuant to this IFB, is it mandatory for the agency to place the order via eVA?

ANS. Yes, that is DIT's understanding of eVA requirements at this time.

13) We are confused by the references to IFB 2001-04 in Para. 1.4 and 1.2 1, please clarify.

ANS. Those references are typos, which should be interpreted to read, IFB 2002-06.

14) Please clarify 2.2.2 and Section 3 Para 2. A. If a reseller was to submit two different manufacturers for the printers for category A1, would that require two separate proposals? If not, under what circumstance would multiple bids be required?

ANS. No, multiple bids are not required. However, the Solicitation Instruction 2.D. states that additional bids may be submitted. In the case of IFB 2002-06, additional bids by printer brand would be a clean and easy method of bidding, but it is not a requirement.

14) Please extend the due date of this IFB so that there are 10 working days from the posting of answers to all questions.

ANS. At this time, the due date remains unchanged.

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1. Page 3, section 1.2 entitled Scope refers to IFB 2001-04. Will this be updated to reflect the new IFB 2002-06?

ANS. IFB references in bid sections 1.2.1 and 1.4 are typos and should be interpreted to read IFB 2002-06.

2. Page 4, section 1.4 entitled Vendor Understanding of Requirements refers to IFB 2001-04. Will this be updated to reflect the new IFB 2002-06?

ANS. Please see the answer to question #1.

3. Amendment no. 1 refers to the eVA Business-to-Government Contracts. Will the administrative fee/s payable for participation be disclosed as part of IFB 2006-02? If so what are the fees payable along with any incidental joining fees?

ANS. No, as DIT does not have complete information regarding the eVA fees. Please contact the Division of Purchases and Supply for that information.

4. Will the state allow for more than one subcontractor to participate with the Prime contractor with regards to all aspects of order fulfillment, services, etc.? This would allow for more local businesses to participate on this contract.

ANS. Term and Condition #11 on page C3 clearly limits a prime contractor to identifying only up to three subcontractors for specific reasons.

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In SECTION 2 MANDATORY REQUIREMENTS, 2.1 Printer Categories
General Requirements:

Where DIT states that "All paper sizes are listed as minimums, except where a range is listed, or where an upper limit ("up to") is stated", does this include or exclude a printer that prints on a range of paper sizes from 8.5"x11" up to 8.5"x14"?

ANS. The Commonwealth's intent is that printers in Categories C, D and F primarily be capable of printing on letter and legal size paper stock, and in certain instances, larger paper stock. Categories A, B and G express minimum paper sizes in terms of characters, columns and inches.

The general requirements state, "All paper sizes are listed as minimums, except where a range is listed, or where an upper limit ("up to") is stated". Therefore, a stated paper size is a minimum specification (i.e. 40 character, 80 column or 24") that must be met. Where a range is stated or an upper limit is listed, there is no minimum paper size however the printer must print on 8.5"x11", and the specified upper limit size. The printer may print any other sizes.

In SECTION 2, under 2.1 Printer Categories, in Category D.1., Laser/Page - Color - Workgroup: Will DIT include for consideration Solid Ink Technology printers. While technically not a Laser printer, if a Solid Ink printer meets all other Mandatory Requirements, will DIT consider this type of product as acceptable for consideration for this IFB. Workgroup Color Solid Ink Printers are generally competed in the laser printer categories. Workgroup Color Solid Ink printers have been purchased for over 14 years by buyers in the Commonwealth of VA and throughout the world in large quantity.

Ans. Yes, Solid Ink Technology printers are eligible for award in the laser/page categories, as are LED printers and any other technology that produces page output similar to laser type printers.

In SECTION 2, under 2.1 Printer Categories, in Category C.1., C.2. and C.3. Laser/Page - Mono - Workgroup: The resolution requirement calls for 1200 dpi. Some printers with 600dpi print engines can be enhanced with software to accomplish 1200 dpi image quality. Will a printer that is so enhanced meet the requirement of 1200dpi?

Ans. Possibly, it depends upon the accompanying documents. As stated in IFB Section 2.1, Specifications shall be verified from manufacturer's specification sheets or other literature provided with bid offers.

IFB 2002-06 Q&A

In Section 4: MANDATORY CONTRACTUAL TERMS AND CONDITIONS, No. 29. AVAILABILITY OF PRINTERS, will DIT consider amending this to require that products bid must be available for purchase and shipment within some reasonable period of time after "announcement for marketing purposes"? Without this stipulation, it is possible that a bidder could bid a product that might not be available for purchase/shipment for 3 months into the life of the contract. It doesn't seem to be reasonable to make an award for a product that is not available at the time of the award.

Ans. Not at this time.

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1. I noticed that all the laser categories are workgroup. Was it your intent not have a laser desktop category in this bid? Last time there were both categories on the bid.

ANS. The intent was to have only Workgroup lasers.

2. Category D. Color Lasers states a paper size of up to 12" by 18.5". Please confirm if the printer must print up to 18.5". If the printer must print up to 18.5" this would be considered wide format and there would not be a low cost option for a color printer. The previous bid had two separate categories, one for low end color lasers and one for high end color lasers. Would the state consider have these two categories in the current RFP.

ANS. The Commonwealth's intent is that printers in Categories C, D and F primarily be capable of printing on letter and legal size paper stock, and in certain instances, larger paper stock. Categories A, B and G express minimum paper sizes in terms of characters, columns and inches.

The general requirements state, "All paper sizes are listed as minimums, except where a range is listed, or where an upper limit ("up to") is stated". Therefore, a stated paper size is a minimum specification (i.e. 40 character, 80 column or 24") that must be met. Where a range is stated or an upper limit is listed, there is no minimum paper size however the printer must print on 8.5"x11", and the specified upper limit size. The printer may print any other sizes.

END of Q&A